

Accumulated sales of \$7,033 million Pesos at the end of the third quarter of 2013. Debt Reduction by 8%. Capex of \$439 million Pesos.

Figures in millions of nominal Mexican Pesos. Figures may vary due to rounding.
 Figures calculated under IFRS.

Income Statement	3 Q		Var %	YTD		Var %
	2012	2013		2012	2013	
Net Sales	2,426	2,309	-5%	7,129	7,033	-1%
Cost of Sales	1,390	1,412	2%	4,235	4,258	1%
Gross Profit	1,035	897	-13%	2,894	2,774	-4%
Gross Margin	43%	39%		41%	39%	
Operating Expenses	589	592	0%	1,675	1,772	6%
Operating Income	446	305	-32%	1,219	1,002	-18%
Operating Margin	18%	13%		17%	14%	
EBITDA	560	415	-26%	1,530	1,274	-17%
EBITDA Margin	23%	18%		21%	18%	
Comprehensive Financial Cost	-13	131	-1105%	83	315	281%
Net Income	338	116	-66%	823	480	-42%
Net Margin	14%	5%		12%	7%	

	3 Q	3 Q	Var %
	2012	2013	
Export Sales	541	489	-10%

	YTD	YTD	Var %
	2012	2013	
	1,544	1,467	-5%

	DEC	SEP	Var %
	2012	2013	
Debt	5,839	5,346	-8%
Debt / EBITDA (1)	2.8	2.9	
Capex (2)	75	439	

(1) Ebitda LTM.

(2) It corresponds to the accumulated capex as of September 30.

Quarterly operating results 2012-2013

	1Q-12	2Q-12	3Q-12	4Q-12	1Q-13	2Q-13	3Q-13
Net Sales	2,349	2,354	2,426	2,436	2,357	2,367	2,309
Operating Income	371	402	446	422	364	333	305
% / Net Sales	16%	17%	18%	17%	15%	14%	13%
Ebitda	453	516	560	533	447	412	415
% / Net Sales	19%	22%	23%	22%	19%	17%	18%

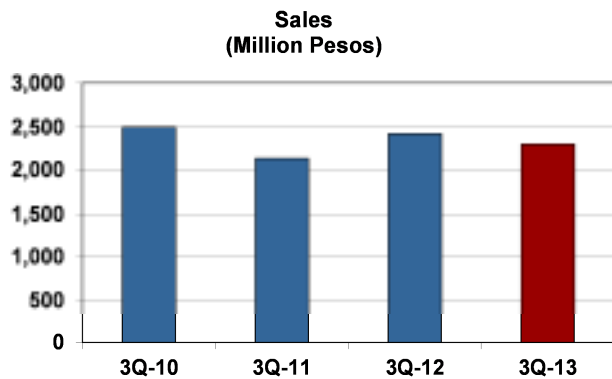
The low growth environment started in late 2012 and prevailed during the first nine months of the year, affected the building industry as well as the housing construction sector in our country, implying an adverse impact on the results of the company.

San Pedro Garza García, Nuevo Leon, Mexico, October 25th, 2013. Grupo Lamosa, announces its results related to the third quarter of 2013.

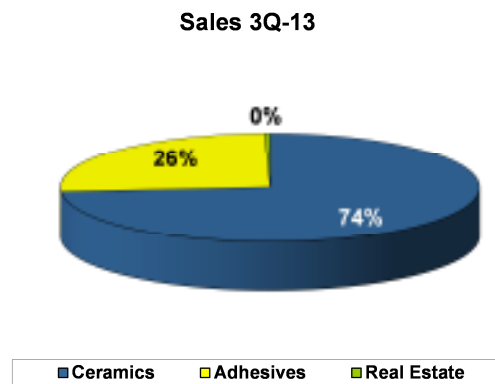
Figures in million of Mexican Pesos. Figures may vary due to rounding.

SALES

Grupo Lamosa ended up the third quarter with cumulative sales of \$ 7,033 million pesos, showing a decrease of 1 % when compared to sales of \$ 7,129 million Pesos recorded during the first nine months of 2012.

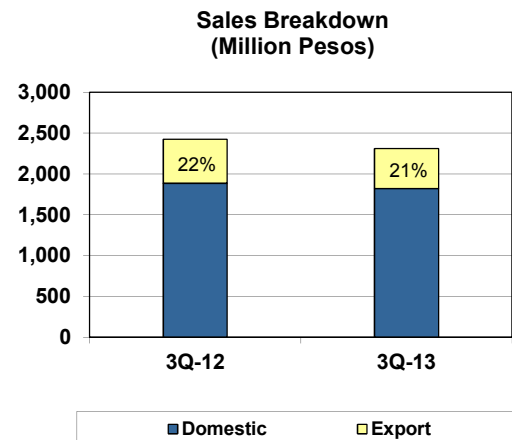
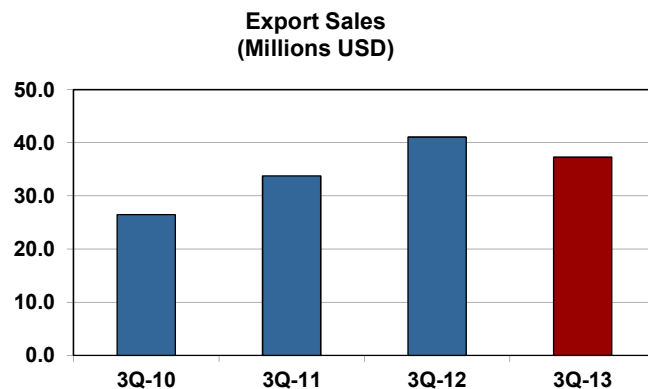


Note: 3Q-10 includes non-recurrent sales related to real estate assets for \$726 Millions of Mexican Pesos.



EXPORT SALES

Cumulative export sales at the end of the third quarter stood at \$ 1,467 million Pesos, down by 5% to sales of \$1,544 million Pesos made abroad during the same period last year. This reduction is due to lower sales to South America and the appreciation that showed the peso against the dollar by 3% during the first nine months of the year, in comparison to the same period of 2012.



PERFORMANCE PER BUSINESS SEGMENT

	Ceramics YTD			Adhesives YTD			Real Estate YTD			Total YTD		
	Sep-12	Sep-13	Var	Sep-12	Sep-13	Var	Sep-12	Sep-13	Var	Sep-12	Sep-13	Var
Total Sales	5,361	5,267		1,764	1,763		7	5		7,808	7,774	
Intersegment sales	0	0		-3	-3		0	0		-680	-741	
Net Sales	5,361	5,267	-2%	1,761	1,761	0%	7	5		7,129	7,033	-1%
EBIT	820	633	-23%	421	414	-2%	-3	-22		1,219	1,002	-18%
Dep. Amort. & Others	249	222	-11%	36	28	-23%	0	0		311	272	-12%
EBITDA	1,069	855	-20%	458	442	-3%	-3	-22		1,530	1,274	-17%
%	20%	16%		26%	25%					21%	18%	

* Year to date figures.

	Ceramics			Adhesives			Real Estate			Total		
	3Q-12	3Q-13	Var	3Q-12	3Q-13	Var	3Q-12	3Q-13	Var	3Q-12	3Q-13	Var
Total Sales	1,825	1,702		602	607		0	1		2,575	2,537	
Intersegment sales	0	0		-1	-1		0	0		-149	-228	
Net Sales	1,825	1,702	-7%	601	606	1%	0	1		2,426	2,309	-5%
EBIT	303	193	-36%	146	137	-6%	-4	-10		446	305	-32%
Dep. Amort. & Others	94	86	-9%	12	17	37%	0	0		114	110	-3%
EBITDA	397	279	-30%	158	154	-2%	-4	-10		560	415	-26%
%	22%	16%		26%	25%					23%	18%	

CERAMIC DIVISION

The ceramic division concluded the third quarter with cumulative sales of \$ 5,267 million Pesos, which accounted for 75% of Grupo Lamosa's consolidated sales, and a decrease of 2% when compared to the sales posted during the first nine months of 2012.

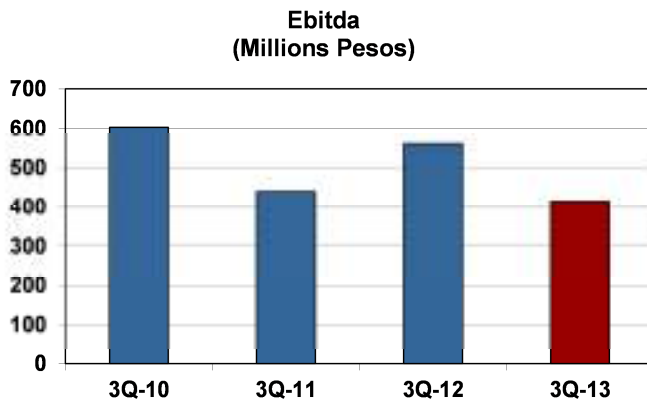
ADHESIVES DIVISION

The adhesives division showed sales for \$1,761 million Pesos during the first nine months of the year, similar amount to the sales recorded during the same period of 2012, equivalent to 25% of total sales.

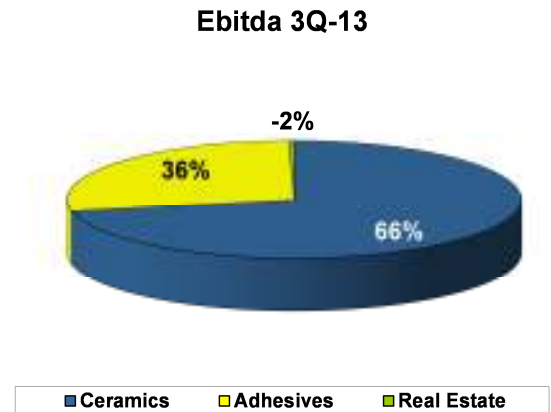
OPERATING INCOME

Operating income accumulated at the end of the third quarter totaled \$1,002 million Pesos, showing a reduction of 18 % when compared to the amount recorded during the same period of 2012. The fall in the construction activity, together with the 50% increase in the cost of natural gas during the first nine months of the current year, were some of the factors that negatively affected the company's operating results. Additionally, during 2013 the company realized higher marketing expenses, according to its strategy to strengthen the presence of its products in the domestic and the export markets.

The cumulative EBITDA for the first nine months of the year amounted to \$ 1,274 million Pesos, a reduction of 17 % when compared to the EBITDA of \$1,530 million Pesos posted during the first nine months of 2012.



Note: 3Q-10 includes an EBIT of \$222 Millions of Mexican Pesos derived from non-recurrent sales related to real estate assets.

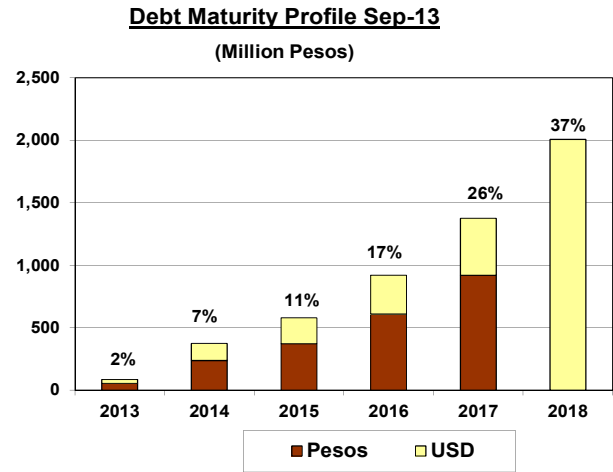
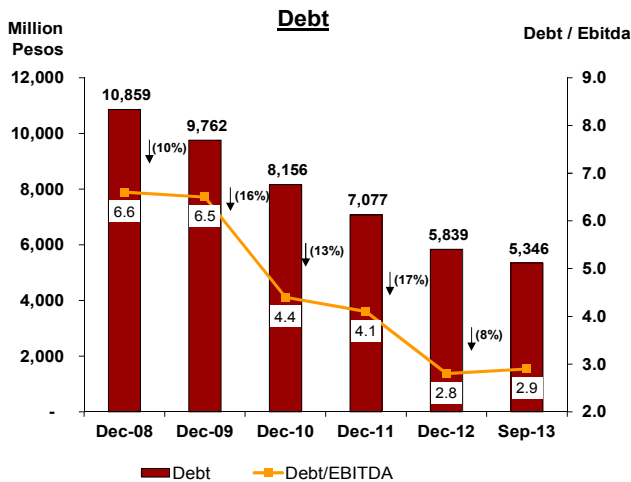


FINANCIAL PERFORMANCE

Notwithstanding the challenging business conditions, the cash flow generation allowed the company to invest \$439 million Pesos in projects related to capacity expansion and information technology. At the end of the third quarter debt was reduced by 8%, despite the 2% devaluation of our currency against the dollar during the first nine months of the year in comparison to the end of 2012. The debt as of the third quarter of the current year stood at \$5,346 million Pesos, comparing favorably with the debt of \$5,839 million Pesos recorded at the end of 2012.

Financial discipline focused to optimize the cash flow and reduce the leverage of the company, has allowed access over time to lower interest rates according to the current credit agreements, favorably impacting the financial cost of the company. Financial expenses recorded during the first nine months of the year amounted to \$270 million Pesos, a significant reduction of 35% when compared to financial expenses of \$414 million Pesos accrued at the end of the third quarter of 2012.

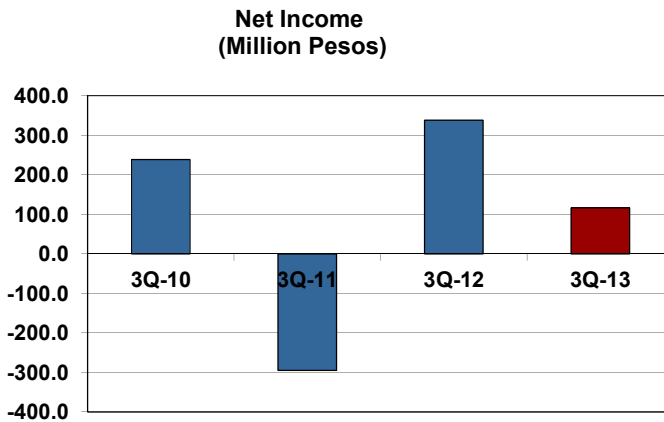
The accumulated comprehensive financing cost at the end of third quarter amounted to \$315 million Pesos, an increase of 281% when compared to \$83 million Pesos recorded during the same period of 2012. Nevertheless the reduction in financial expenses, The Peso devaluation against US dollar caused a foreign exchange loss of \$58 million Pesos during the first nine months of the year, compared to a foreign exchange gain of \$308 million Pesos recorded in the same period of 2012.



Currency Mix 41% 59%

NET INCOME

Cumulative consolidated net income at the end of the third quarter totaled \$480 million Pesos, showing a decline of 42% compared to net income posted in the first nine months of 2012. Despite the minor tax burden recorded at the end of the third quarter, net income was adversely impacted by lower operating results and the significant increase in the comprehensive financing cost.



COMPREHENSIVE FINANCING COST

	Sep-12	Sep-13	VAR
INTEREST EXPENSE, NET	391	258	-34%
EXCHANGE (GAIN) LOSS	-308	58	-119%
+ YTD	83	315	281%

The economic slowdown showed throughout the year, resulted in a zero growth environment in industries where the company operates. Despite this, Mexico has the necessary conditions to reactivate the building sector, once the government expands the construction public spending, and the domestic market recovers back its dynamism.

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